

THE TRANSPORTATION LINK



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Director of the
Office of Small and
Disadvantaged
Business Utilization

At the U.S. Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) we are committed to providing information that will assist you in finding transportation-related contract opportunities. This edition of *The Transportation Link* highlights information to help you find transportation-related contracts at the federal, state and regional levels.

DOT is adopting the Central Contractor Registration system of the Department of Defense. We ask that you register your company's electronic funds transfer information on-line to help DOT pay you electronically in a timely manner.

Lastly, I want to thank my staff at the OSDBU and the Department's small business specialists, procurement officials, program managers and our SBA Procurement Center Representative, Reggie Holloway, for their untiring commitment to our small, women-owned and disadvantaged business customers.

Under the leadership of Secretary Rodney E. Slater and Deputy Secretary Mortimer L. Downey we have the opportunity to excel and to achieve our strategic goals including our goal to expand opportunities for small, women-owned and disadvantaged businesses.

We have outlined some important information on the DOT OSDBU Bonding and Lending Assistance Programs for you. We are very proud of the success we have had with these financial assistance programs.

Where are the Contracting Opportunities?

One of the questions that we frequently get at the Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) is, "Where should I be looking to find contracting opportunities?"

There is no simple answer to this question. Information on transportation-related contracting opportunities is available from a variety of sources and businesses can use a variety of tools to tap into these sources to pursue opportunities.

The emergence of E-commerce signifies a critical change in the way many government organizations publicize their opportunities and conduct business. Information on opportunities is made available to more people, less expensively and on a more timely basis when issued electronically. Businesses that do not adapt to E-commerce runs the risk of not being competitive.

Electronic Posting System (EPS)

The primary means that the U.S. DOT uses to post contracting opportunities is the Electronic Posting System, or EPS. EPS is a web-based system for posting solicitations and other procurement-related documents on the Internet. Contract specialists at DOT and other federal agencies post synopses and other procurement documents, such as solicitations, amendments, and award notifications to a common index. At <http://www.eps.gov>, vendors can search databases containing information from many federal agencies.



At this site, vendors can also subscribe to get automatic e-mail notifications of requirements sorted by organization and product service classifications, or by solicitation number.

DOT Procurement Forecast

On an annual basis DOT publishes a Procurement Forecast, which serves as a central location for anticipated procurement opportunities from all of the DOT Operating Administrations. This document is made available on October 1, at the beginning of each fiscal year.

The *Forecast* is posted electronically on the OSDBU web site at <http://osdbuweb.dot.gov/business/procurement/forecast.html> or print copies can be obtained by calling (800) 532-1169. The web version is updated throughout the year as new information becomes available. The printed edition is reissued on a quarterly basis as needed.



OSDBU

Office of Small
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wants to hear from you!! Call us toll-free at 1 800 532-1169 with questions or comments about this newsletter or our web site. The Transportation Link's content may be reprinted without permission.

DOT OSDBU Web Site CBD Announcements

In the Contracting Opportunities section of the DOT OSDBU web site at <http://osdbuweb.dot.gov/business/procurement/daily.html>, transportation-related Congressional Business Daily (CBD) announcements are posted by subject category. On a daily basis new opportunities are added to the database and then removed after 30 days. Full text descriptions and contact information are included.

Regional or Intermodal "Mega" Projects

There are many large-scale regional or intermodal projects that provide a wide range of contracting opportunities. Many of these projects have federal funding under the Transportation Equity Act for the 21st Century (TEA-21) which was signed into law on June 9, 1998.

These "mega" projects, that are usually design-build, are the "wave of the future." They frequently have their own web sites that post information on the project,



contact information for the organizations involved, and procurement opportunities. Most of the contracting opportunities are issued through state and local governments and organizations that are the recipients of federal DOT funding.

OSDBU has recently initiated a Transportation Equity Act Model (TEAM) that provides an outreach approach to assist firms to participate in these projects. The TEAM establishes a communication link between DOT, its grantees, recipients, contractors, subcontractors and the small, women-owned, and disadvantaged business community to facilitate their interest in contract opportunities from Mega projects and design-build initiatives.

Contacts for the TEAM initiative can be viewed on the OSDBU website at <http://osdbuweb.dot.gov/business/mp/mktpkg2.html>

State Departments of Transportation

State DOTs publicize their contracting opportunities through a variety of means. On the OSDBU web site at <http://osdbuweb.dot.gov/business/procurement/states.html>, we have assembled three sets of hyperlinks that pertain to contracting opportunities for each state. When available, we list a hyperlink to the state DOT home page, a page on their state acquisition program, and a database of their contracting opportunities. These hyperlinks are updated on a regular basis.



Intelligent Transportation System (ITS) Contracting Opportunities

OSDBU has a Women's Business Enterprise (WBE) Development Program: Intelligent Transportation Systems (ITS) Initiative that is intended to provide a gateway to ITS projects by providing information and access to WBEs. These efforts are expected to lead to increased par-



ticipation of WBEs in ITS projects.

Most ITS projects include federal funding or are 100% federally funded. These projects therefore usually require WBE/DBE participation. ITS contracting

opportunities can be found at all of the sources listed above.

Conclusion

OSDBU supports the DOT strategic goal to encourage and assist small, women-owned and disadvantaged businesses to participate in DOT, and DOT-assisted, contracts and grants.

You can learn more about DOT OSDBU initiatives by viewing our web site at <http://osdbuweb.dot.gov/> or by calling our toll-free number at (800) 532-1169.



For more information on EPS, contact Lesley Field at (202) 366-4960 or by e-mail at lesley.field@ost.dot.gov

For more information on the Procurement Forecast, contact Roland Zebina at (800) 532-1169 or by e-mail at rzebina@basetech.com

For more information on TEAM, contact Art Jackson at (800) 532-1169 ext. 65344 or by e-mail at art.jackson@ost.dot.gov

For more information on the WBE ITS initiative, contact Nancy Strine at (800) 532-1169 ext. 65343 or by e-mail at nancy.strine@ost.dot.gov

DOT Adopts DOD's Central Contractor Registration

The U.S. Department of Transportation has signed an agreement with the Joint Electronic Program Office (JECPO) of the U.S. Department of Defense (DOD) to use the Central Contractor Registration (CCR).

The DOT finance office will integrate the CCR data, specifically the financial electronic funds transfer (EFT) information, into their new financial system. This new system will significantly increase the number of electronic vendor payments.



DOT vendors, including the small business community, are asked to register their EFT information in the web-based CCR program at www.ccr2000.com. This new system will save time and money for companies doing business with the department by employing a single transmission of EFT information rather than separately sending this data for each contract award.

Barriers between procurement and finance functions are eliminated with CCR. Also, if the EFT information of a vendor changes, updating the data in CCR will register that change with all elements of DOT and DOD.

For more information on CCR, e-mail the JECPO office at contract.ccr@us.pwcglobal.com

Gold Star & Agency Goaling

Congratulations to Luz Hopewell and the entire DOT small business team for recently being awarded the Federal Goal Star Award and Agency Goaling Award of Excellence by the U.S. Small Business Administration. (SBA).

Ms. Hopewell was awarded the Federal Gold Star Award which recognizes the exemplary performance of the Federal personnel within the Office of Small and Disadvantaged Business Utilization (OSDBU) who have the primary responsibility for the aggressive goals and strategic initiatives that ensure small business a role in the Federal Marketplace.

Mr. David Litman, Senior Procurement Executive in DOT's Office of the Senior Procurement Executive, accepted SBA's Agency Goaling Award of Excellence on behalf of Transportation Secretary Rodney E. Slater, Deputy Secretary Mortimer L. Downey, and the entire Department.

The Agency Goaling Award of Excellence is presented to a Federal department or Agency who has had progressive goals in the prime contract goaling category of "small business" for a minimum of three years and at least three years of progressive goals in another prime or subcontract goaling category. DOT is the number one agency in the percentage of dollars awarded to small businesses.

The DOT OSDBU staff, small business specialists, procurement officers and program managers in each of the operating administrations work closely together in the spirit of ONE DOT to further the Department's strategic goal to encourage and assist small, women-owned, and disadvantaged businesses to participate in DOT, and DOT-assisted, contracts and grants.

In 1999, the Department awarded \$1.018 billion or 58.3% of its contract dollars to small businesses. In the year 2000, the Department and OSDBU are committed to continuing this strong tradition of awarding significant contract dollars to the small, women-owned and disadvantaged business community. Congratulations to all the individuals at DOT made this award possible and to all the small, women-owned and disadvantaged businesses who provide quality services to the Department.



You can view the Department's Major Preference Program Goals and Achievements for FY 99 at <http://osdbuweb.dot.gov/about/dotcont.html>

ITS Contracting/Consulting Resource Guide

The U.S. DOT Office of Small and Disadvantaged Business Utilization has published an *ITS Contracting/Consulting Resource Guide* on the *Women's Business Enterprise (WBE) Development Program: Intelligent Transportation Systems (ITS) Initiative*.

This guide provides a starting point for new entrants into the ITS market. It steps the reader through ITS basics, importance of a business plan, the many disciplines involved, marketing your firm's niche, understanding the

procurement cycle and funding sources, and closes with success stories and available resources.

The resource guide is available on the OSDBU web site at <http://osdbuweb.dot.gov/conferences/its/its.html> (or <http://osdbuweb.dot.gov/about/images/its.pdf> as a PDF document.) You can also obtain a print copy of this document by calling (800) 532-1169. You can access more information on ITS from the Related Links page at <http://osdbuweb.dot.gov/about/related.html>

TranSmart Technologies, Intelligent Transportation Systems

Intelligent Transportation Systems (ITS) are integrated applications of advanced surveillance, communications, computer, display and control-process technologies on the roadways, in transit vehicles and at the ports. ITS saves lives, time and money.

With the convergence of the telecommunications and information technology (IT) industries, ITS has become a hotbed of opportunity. Now more than ever, the possibilities and opportunities for small, women-owned and disadvantaged businesses in ITS are renewed and expanded to include industries beyond the traditional engineering and computing sectors.

The USDOT/OSDBU's Women's Business Enterprise (WBE) Development Program's Intelligent Transportation Systems (ITS) Initiative is intended to provide a gateway to ITS projects by providing access to ITS-related technical assistance and contract information.

One such successful participant is Dr. Connie Jing Li, founder and CEO of TranSmart Technologies, Inc. Dr. Li's background in transportation engineering and planning led her directly into the ITS industry where she recognized the potential to start her own company.

Dr. Li incorporated TranSmart Technologies, a high-tech, multi-disciplinary consulting firm, in January of 1996. Shortly thereafter, Dr. Li began marketing the latest advanced technology in the ITS field while continuing to provide traffic engineering services.

Quality work, attention to detail, and the provision of advanced technologies have been the primary focus for TranSmart from the onset. Dr. Li notes that, "forward thinking, advanced training, and willingness to catch up with the advanced computer and communication technology have



Dr. Connie Li

positioned the business in a fast growing track, with great potential to become a major ITS firm in the near future."

As an Internet applications pioneer in traveler information dissemination, TranSmart Technologies develops, markets, and supports a suite of Internet software and WebPages for disseminating personalized real-time and forecasted traveler information to users in an interactive fashion.

In January 1999, the AZTech ITS Model Deployment Initiative formed a public private partnership with TranSmart Technologies to deploy a real-time traveler information system - FleetOnline - for Commercial Vehicle Operations (CVO). In May 1999, the Gary-Chicago-Milwaukee (GCM) Corridor Coalition also formed a public-private partnership with TranSmart Technologies to deploy FleetOnline system.

The TrafficCast and the TrafficOnline were other service products provided by TranSmart Technologies. The TrafficCast service is a web-based national traffic forecast system for freeways and arterials in 50 states and the top 100 metropolitan areas in the U.S.

TranSmart has worked primarily with state Departments of Transportation (including Dr. Li's home state of Wisconsin) and other larger consulting firms.

Dr. Li is looking forward to pursuing her 8(a) certification but she attributes initial success to the support and

encouragement received from the federal and state Women Business Enterprise Programs. She especially acknowledges outstanding assistance from the Disadvantaged Business Enterprise (DBE) officer in the Wisconsin Department of Transportation, Mr. Eugene Johnson. "He is a wonderful advocate for WBEs and DBE director." Dr. Li adds, "Nancy Strine in the US DOT OSDBU has also been great to work with."

"DBE certification allowed a small business such as ours to get contracts, which were often small pieces of work". These allowed TranSmart to deliver the quality work they pride themselves on. In turn, they earned respect from larger firms, displaying evidence that TranSmart provided "Quality, Strength and Knowledge". "Knowing your strengths and making use of the DBE program..." are recommendations that Connie Li imparts. "Flexibility is essential. Be prepared to accommodate changes and always meet your customer's requirements."

The future of TranSmart looks ripe with additional potential for growth. Dr. Li would like to continue to advance the company and become more competitive in the ITS field. "Transportation potential is very good; and with our quality and advanced technology, we will continue to grow!"

In three months, Connie Li is expecting her second child. Balancing a family, a successful company and a two-year-old son are made easier by a wonderfully supportive and proud husband. "Having a happy family helps my career. Balance and a positive attitude have helped me to be even more efficient."

For more information on TranSmart Technologies, you can call 608-273-4740, email connie@trafficonline.com, or view their web site at www.trafficcasttrafficonline.com. Information on TrafficCast can be viewed at www.trafficonlinetrafficcast.com.



TranSmart Technologies, Inc.
Engineers • Planners • Software Developers

Rio Grande Valley One Stop Capital Shop

The University of Texas Pan American in Edinburg, Texas provides a wide-range of services to the small, women-owned and disadvantaged business community in the southeastern region of Texas.

Located in a Rural Empowerment Zone where the unemployment rate is 13%, while the national average is 4%, they are involved with a number of initiatives to increase business activity.

Their One Stop Capital Shop (OSCS) helps clients create, retain, and grow their businesses and jobs within federally designated empowerment zone areas. The strategy OSCS uses is to couple financial programs with managerial and technical assistance. The business assistance covers a variety of topics including the U.S. Department of Transportation Bonding Assistance Program (BAP) and

Short Term Lending Program (STLP).

The Rio Grande Valley One Stop Capital Shop represents a partnership between the Rio Grande Valley Empowerment Zone, the Small Business Administration (SBA), the Center for Entrepreneurship and Economic Development (CEED), the Small Business Development Center (SBDC), Service Corps of Retired Executives (SCORE),

In addition to coordinating business development efforts through the above entities, the OSCS also houses a Business Information Center (BIC) to further assist clients. The BIC provides free access to the latest computer hardware and software technology, an extensive small business reference library including publications, and current management video tapes.



Minority Business Opportunity Committee (MBOC), USDA's Rural Economic and Community Development Office (RECD), Certified Development Companies (CDC) micro lenders and local banks.

You can learn more about the One Stop Capital Shop at the University of Texas-Pan American, by contacting their Director, Cardi Roxas at (956) 316-2610, fax at (956) 316-2612. e-mail at oscs@panam.edu or view their website at <http://coserve1.panam.edu/oscs>

DOT Short Term Lending and Bonding Assistance Programs

Short Term Lending Program (STLP)

Many disadvantaged and women-owned business enterprises (certified in the Disadvantaged Business Enterprise [DBE] program) that are qualified to perform transportation-related contracts, have experienced difficulty in obtaining short-term working capital. In response, the Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) developed the Short Term Lending Program (STLP) to offer certified DBEs the opportunity to obtain short-term working capital at prime interest rates for transportation-related projects.

The STLP provides revolving lines of credit to finance accounts receivable arising from transportation-related contracts. The primary collateral consists of the proceeds of the contracts. Borrowings under the lines of credit are to meet the short-term costs of performing the contract(s) being financed.

For more information on the STLP call Nancy Strine at (800) 532-1169 ext. 65343 or view the OSDBU web site at <http://osdbuweb.dot.gov/business/mp/mktpkg9.html>

Bonding Assistance Program (BAP)

The Bonding Assistance Program (BAP) offers certified DBEs an opportunity to obtain bid, payment and performance bonds for transportation-related projects. The program provides an 80% guarantee against losses on contracts up to \$1 million. Bond approvals and issuance are performed by the DOT participating Sureties.

The program is administered by the DOT OSDBU. Funding for the guarantees is provided by DOT and is administered by local bond agents that are located in designated areas of the country.

Firms are eligible to participate in both the STLP and BAP programs when certified as a DBE by an agency using DOT guidelines or as an 8(a) company by the U.S. Small Business Administration.



For more information on the (BAP) call Art Jackson at (800) 532-1169 ext. 65344 or view the OSDBU web site at <http://osdbuweb.dot.gov/business/mp/mktpkg10.html>

Copies of the STLP and BAP applications are available on the OSDBU website at <http://osdbuweb.dot.gov/Business/Docs/index.cfm>. These locations also have information on the banks participating in the STLP and the BAP local bond agents.

International Transportation Symposium

The U.S. Department of Transportation is one of the hosts of an *International Transportation Symposium: Moving into the 21st Century – Best Practices of Today and Lessons for Tomorrow* that will be held on October 9 – 12 in Washington D.C.

This symposium will highlight the commitment of world leaders to expand global markets and to the safe, efficient, and environmentally responsible movement of people and goods worldwide in the 21st Century.

A two-hour panel entitled “Transportation and Small Business: Promoting Opportunities Around the Globe” will be included in this event.

Attendees from over 100 countries, including foreign Ministers and Heads of Delegation, are expected to attend.



For more information contact Terry Moore at 800-532-1169 ext. 65339 or will.moore@ost.dot.gov.

CALENDAR OF EVENTS FOR July/August 2000

DATE	EVENT	CONTACT
July 19	Delta Transportation Symposium Sponsored by DOT OSDBU Jackson, MS	Carla Coolman 800-532-1169 ext. 69886 carla.coolman@ost.dot.gov http://osdbuweb.dot.gov/conferences/deltatranssym.cfm
July 20	E-Commerce 2000 Sponsored by GSA and SBA Washington, DC	Cynthia Pope bscnr@gsa.gov (202) 606-4000 ext. 345
August 2	Acquisition Management System (AMS) Overview Sponsored by FAA	Jennifer Gooden jennifer.gooden@faa.dot.gov (202) 267-7087 http://osdbuweb.dot.gov/conferences/amssession.html
August 6-9	70th Annual Institute of Transportation Engineers Nashville, TN	Donna Ford (202) 554-8050 ext. 140 https://secure.ite.org/annualmeeting2000/
August 9	Federal Dollars and Sense-Women-Owned Business Workshop Sponsored by SBA	Lynda L. Parrett (317) 226-7272 ext. 235 www.sba.gov/calendar/states/calus.html
August 13-16	2000 Rural Advanced Technology and Transportation Systems (RATTS) Conference Branson, MO	Tim Garrett (ITS America) Phone: (202) 484-4540 tgarrett@itsa.org http://www.modot.state.mo.us/ratts/

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